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Orange Coast College names Small Business Owners of the Year at March Event

Santa Ana – Angela and Charles Todd, principals of DMG, Inc. in Laguna Niguel, were named the 2005 Small Business Owners of the Year at the Orange Coast College Small Business Conference and Expo held March 30th in Costa Mesa. Nominated by Betty Otte, a counselor for the Orange County chapter of the SCORE Association, they were recognized for remarkable business growth in tough economic times.

DMG, Inc., AKA the 'building police', protects their clients' investments by saving them hundreds of thousands of dollars. They identify potential hazards that could devalue a property by providing environmental and building inspections, property condition assessments and engineering services for brokers, developers, investors and lenders in commercial real estate development. 80% of their business is derived from major brokerage firms in Southern California. Charles Todd said their company changed business models several times during the early stages of formation but once their vision crystallized, they created a niche market as a one-stop shop for pre-acquisition due diligence and there became a demand for their services. They worked with Betty primarily on marketing. "Betty worked with us on aspects of marketing – brochure layout, logo positioning, and the use of newsletters and postcards. She was a lot like a marriage counselor, teaching us how to improve communication, achieve consensus and execute on plans to grow our business," he said. "In the past 4 years revenues have doubled each year."

SCORE "Counselors to America's Small Business" is the best source of free and confidential, real-world business advice to help small businesses grow – from idea to start-up to success. Partially funded by the U.S. Small Business Administration, SCORE provides one – on – one business counseling, cyber counseling and nominally priced workshops on aspects of business operations. For more information contact SCORE at www.score14.org or call (714) 550-7369.

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